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R 051325Z APR 06
FM AMCONSUL DUBAI
TO RUEHC/SECSTATE WASHDC 9644
INFO RUEHAD/AMEMBASSY ABU DHABI 1408
RUEHRH/AMEMBASSY RIYADH 0028
RUEHAM/AMEMBASSY AMMAN 0033
RUEHDE/AMCONSUL DUBAI 2576

UNCLAS DUBAI 001966

SIPDIS

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E.O. 12958: N/A
TAGS: [ETTC](#) [KOMC](#) [AE](#)
SUBJECT: BLUE LANTERN: PRE-LICENSE END-USE CHECK ON APPLICATION
73-108704

REF: STATE 44466

1.(SBU) On April 3, Dubai PolEconoff met with Chris Rivers of Condor International, Ltd., (Condor) who was in the UAE on business. Rivers said his employer, Arizona-based Condor, acts as a contractor and sales representative for Rhode Island-based KVH Industries, Inc. (KVH). Condor does not have a UAE office. KVH is seeking, through Condor, to sell its navigation equipment to the UAE Ministry of Defense. The MoD is the end user and the entity to which the equipment would be directly shipped.

2.(SBU) According to Rivers, because neither KVH nor Condor have a UAE address, several weeks ago, he used the address of a friend in Dubai, Dr. Hassan A. Ferris, to receive marketing brochures from KVH to hold until his arrival. Later, KVH mistakenly used this address as the foreign consignee for the navigation equipment. Rivers said Ferris, and his law firm, Ferris & Co., have no role in the navigation equipment transaction. PolEconoff separately met with Ferris who reiterated this information.

3.(U) Rivers said Condor works as a contractor representing defense firms abroad, having previously represented companies such as GE and Martin Marietta. In addition to the UAE, the company is currently processing business transactions with the governments of Jordan and Saudi Arabia. Condor was incorporated in the US in the 1980s and is based in Scottsdale, Arizona. Rivers indicated he and the company are very familiar with USML restrictions and takes them extremely seriously. In this particular case, the USML items are to be shipped directly from KVH to the UAE military's general headquarters. For further information on Condor and its role in the navigation equipment sale to the UAE, contact:

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4.(U) Rivers intends to contact KVH to have them correct the address and remove Ferris & Co. from the application. Rivers' contact at KVH, Dan Conway, Vice President of Business Development, can be reached at: (401)847-3327.

5.(SBU) Based on these meetings, it appears as if there is no

foreign intermediate consignee and there were technical errors in the documentation provided by KVH industries. Post recommends that Department confirm with KVH that the items will be shipped directly to the UAE military and, if so, approve the license.

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